

THE MIAMI-DADE GLOBAL TRADER

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County Commissioner Jose "Pepe" Diaz Meets With President of Guatemala

At the 28th Annual Caribbean-Central American Action Conference (CCAA) held this week in Miami, Miami-Dade County Commissioner and Chairman of the Jay Malina International Trade Consortium (ITC) Jose "Pepe" Diaz presented at a press conference to His Excellency Oscar Berger, President of Guatemala the Key of the County. Commissioner Diaz expressed "

Earlier in the day, President Oscar Berger had met with Florida Governor Jeb Bush and took the opportunity to announce his support of Miami's candidacy for the Permanent Secretariat of the Free Trade Area of the Americas (FTAA). This announcement opened the CCAA conference and it became Miami's fifth endorsement to date.

The three day conference held at the Intercontinental Hotel in Miami brought together regional leaders and policy makers to discuss issues facing Florida, the Caribbean and Central America. Issues that were discussed during the conference included integration, disaster prepared-



From Left to Right: Miami-Dade County Commissioner Jose "Pepe" Diaz, ITC Chair; His Excellency Oscar Berger, President of the Republic of Guatemala; and William Alexander, President of CAMACOL.

ness and security, as well as trade and investment in the region. The conference theme was "An Integrated Third Border."

Topics discussed during the conference included discussion and endorsement of the free trade agreements formulated by the United States with the countries of Central America such as the Central American Free trade Agreement (CAFTA), proposed but not yet ratified. According to Mr. Enrique Iglesias, President of the Inter American Development Bank (IADB), the advantages of the free trade agreements is that they help prepare, especially the smaller nations of Central America and the Caribbean for the global competition. Global competition primarily

from China and India poses, according to Mr. Iglesias, serious challenges to the countries which do not expand their economy. As per his assessment of the Caribbean nations, Trinidad & Tobago is the only country with a healthy economic growth while the other countries have only seen their economic activity grow by nearly 1.5% annually since 1998. The challenges facing these nations is how they can attract foreign investment needed to finance sustainable economic development, create jobs and reduce poverty.

The issue of CAFTA was highlighted in the conference by the speech of Honduran President, His Excellency Ricardo Maduro, who announced that his country's Congress would approve

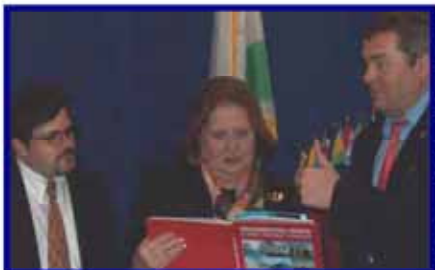
other national congresses in El Salvador and Nicaragua. Only the congresses of Costa Rica and Guatemala might face difficulties in gathering support to ratify the free trade agreement. According to Prime Minister Manning from Trinidad & Tobago, the free trade agreement gives the country a chance to transform its economy and society for the better. Most of political leaders of Central America know that it is in the U.S. Congress where CAFTA will face its biggest hurdles.

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"Guatemala is Miami-Dade's sixth largest trading partner with a total trade value of \$2.114 Billion" — Commissioner Diaz

MARSHALL OF LODZ VOIVODESHIP, POLAND VISITS MIAMI-DADE COUNTY



From left to Right: Manuel J. Gonzalez, ITC's Executive Director; Miami-Dade County Commissioner Natacha Seijas, and Hon. Stanislaw Witaszczyk, Marshall of Lodz Voivodeship, Poland

Miami-Dade County recently received the visit from a delegation from Lodz Voivodeship, Poland headed by Marshall Stanislaw Witaszczyk, (equivalent to the ranking of County Mayor). The delegation was greeted by Miami-Dade Commissioner Natacha Seijas and members of the Jay Malina International Trade Consortium (ITC), Enterprise Florida and the Beacon Council. Commissioner Seijas

briefed them on all the benefits of Miami-Dade County, emphasizing the Miami International Airport and the Port of Miami.

Marshall Witaszczyk and his delegation were visiting Miami to promote a Polish Business Days 2004 tradeshow in the Miami Beach Convention Center that promoted products manufactured in Poland. Poland had in 2003 a trade value of \$ 21 million with South Florida, which the Polish delegation stated it will increase given the fact that Poland has a growing

economy with a sound monetary system and is a new member of the European Union. The event was held under the sponsorship of the Ministry of Economy, Labor and Social Policy of the Republic of Poland. It featured seminars and speeches organized by the Polish Embassy's Commercial Department in New York.

The visit to Miami-Dade County concluded with Miami-Dade Commissioner Seijas presenting Marshall Stanislaw Witaszczyk the Key of Miami-Dade County.

MIAMI-DADE'S TOP TRADING PARTNERS BY REGION:

The Americas

Rank	Country
1.	Brazil
2.	Dominican Republic
3.	Costa Rica
4.	Colombia
5.	Honduras

Europe

Rank	Country
11.	United Kingdom
12.	Spain
13.	Italy
16.	France
23.	Germany

Asia/Middle East/Oceania

Rank	Country
7.	China (mainland)
20.	Japan
25.	Taiwan
32.	South Korea
33.	Thailand

Africa

Rank	Country
55.	South Africa
83.	Nigeria
86.	Algeria
88.	Kenya
92.	Congo (Brazzaville)

Executive Director Manny Gonzalez and Clarence Bird, Jr., Assistant to the Director of the Jay Malina International Trade Consortium (ITC) of Miami-Dade County recently received a group of journalists and representatives from Latin America who were interested in learning what Miami-Dade County had to offer, if it were selected to be the FTAA Permanent Secretariat. At the moment several countries and cities within the United States are competing to be chosen

the home of the Secretariat. The list of the cities interested within the U.S. include: Atlanta, Houston, Chicago, Colorado, Springs; and Galveston, Texas, while the countries in contention are Port of Spain, Trinidad & Tobago; Panama City, Panama; Cancun and Puebla, Mexico; San Juan, Puerto Rico.

The representatives were basically visiting officials of all the countries and cities vying for the FTAA Permanent Secre-

tariat. Mr. Gonzalez briefed the group on the advantages of locating the Permanent Secretariat in Miami-Dade County since its diverse culture and ideal geographic location make it the official "Gateway to Latin America."



ITC BRIEFING ON FTAA

ITC'S PROGRAM ACTIVITIES

*The Jay Malina International Trade Consortium of Miami-Dade County participated in a meeting held on November 17th in Tampa, organized by Enterprise Florida to brief and update all of Florida's Trade Partners on their efforts to promote Florida globally.

*The Jay Malina International Trade Consortium (ITC) in conjunction with the Port of Miami participated in a tradeshow called Peru Expo 2004 at the Radisson Mart Center, together with over 100 exhibitors showcasing a variety of the country's exports into South Florida, including apparel, gold and

jewelry. The total trade value between the nations grew by 12% for a total of \$999 million. This is the third expo organized by the presi-

dent of the Peruvian American Trade Center, Jose Delfino, who mentioned that nearly 200,000 Peruvians call South Florida home.

ITC Third-Party Missions Program Activities Results

ORGANIZATION	MISSION DESTINATION / SOURCE	MISSION DATES	IMMEDIATE SALES	EXPECTED FUTURE SALES	TOTAL
Florida Foreign Trade Association	to Hong Kong	November 13-15, 2004	\$75,000	\$380,000	\$455,000
Florida Foreign Trade Association	to Costa Rica	November 9-7, 2004	200,000	560,000	760,000
Jamaica USA Chamber of Commerce	to Jamaica	October 7-10, 2004	50,000	200,000	250,000
Dominican International Chamber of Commerce	to Dominican Republic	October 6-10, 2004	135,000	6,000,000	6,135,000
Diaspora Arts Coalition	to Nigeria/Port of Benin	August 2-15, 2004	-	1,500,000	1,500,000
Florida Foreign Trade Association	from Dominican Republic	Oct. 31-Nov. 4, 2004	25,000	4,487,000	4,512,000
TOTALS:			\$485,000	\$13,717,000	\$14,202,000

Chile/U.S. Free Trade Agreement: First Year Analysis

The Jay Malina International Trade Consortium of Miami-Dade County (ITC), chaired by Miami-Dade County Commissioner, Jose "Pepe" Diaz, presented a first year analysis of the historic U.S./Chile Free Trade Agreement (FTA) signed on June 6, 2003. The U.S./Chile Free Trade Agreement was the first Free Trade Agreement between the United States and a South American country. It paved the way for future FTAs according to the U.S. Trade Representative, Robert B. Zoellick, "by slashing tariffs and quotas, reducing barriers for services, protecting leading-edge intellectual property, keeping pace with new technologies and new ways of doing business by ensuring regulatory transpar-

ency and promoting labor and environmental protection."

The seminar sponsored by The Ministry of Foreign Affairs of Chile, "ProChile," the Chilean Trade Commission, and the Latin American Caribbean Center (LACC) at Florida International University (FIU) featured presentations by Cecilia Arroyo, Trade Commissioner of Chile and Trade Negotiator for the U.S./Chile Free Trade Agreement, who gave an overview of the U.S./Chile Agreement and Renee Carter from the U.S. Chamber of Commerce who offered the US perspective on the accomplishments thus far obtained from the free trade agreement. According to Enterprise Florida, the trade

value between Chile and Florida was \$1.8 billion in 2003, an increase of 14.4% from the previous year. The meeting took place at FIU Graham Center on December 1st and a reception followed the presentations.

Chile is currently the 10th largest trading partner of South Florida with a total trade value of \$1,505 millions of dollars. The main South Florida exports to Chile are computer and machinery parts, including jet and motor vehicle parts while the top imports from Chile into South Florida are fish, corn, wood and wine. Chile produces nearly half the salmon eaten in the United States.



Ms. Cecilia Arroyo, Trade Commissioner of Chile



View of briefing at FIU's Graham Center



Ms. Renee Carter, U.S. Chamber of Commerce

ITC CONGRATULATES TWO OF ITS BOARD MEMBERS

Two of ITC's highly respected Board Members were recently highlighted in publications due to their extraordinary achievements in promoting international trade.

Vice Chairman of The Jay Malina International Trade Consortium (ITC), Mr. Gilbert Lee Sandler was profiled in the November edition of the business magazine, World City. In the article Mr. Sandler, an attorney for the past thirty years and founding partner of the firm Sandler, Travis & Rosenberg, is described as an "international trade pioneer who has built a legal

powerhouse and consulting practice throughout the Americas, winning clients and helping craft regional free trade pacts and shaping U.S. trade policies." Among his many well-known achievements are being involved in crafting the Central America Free Trade Area Agreement (CAFTA), providing customs and international trade consulting services to clients in the private and public sectors, consulting with IBM and other firms to build the new Automated Commercial Environment (ACE) system which is used for border protection by the U.S. Customs

and consulting on new security systems for the Department of Homeland Security. He has been appointed by the past five administrations to counsel the U.S. government on international trade negotiations. Congratulations!

Mr. Sang Whang, president of AlkaLife International, has just signed a fifteen year exclusive contract to distribute AlkaLife in China for a total contract value of \$ 24 million, helping to increase the trade value between South Florida and China. Mr. Whang's

company AlkaLife International develops and sells "scientific health improvement products." He is a scientist, engineer and an inventor who has invented and registered AlkaLife, an alkaline concentrate that according to the products information, changes ordinary drinking water into alkaline water to reduce the body's acidic waste which causes most of the adults degenerative diseases. The company has set up distribution center in Dalian, China and is in the process of obtaining the necessary government permits to conduct business. Congratulations!



THE ONE-STOP CENTER FOR ALL YOUR
INTERNATIONAL TRADE NEEDS

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Suite 2560
Miami, Florida 33128

Phone: +305-375-5808
Fax: +305-679-7895
Email: itc@miamidade.gov

Were on the Web!
<http://www.MiamiDade.gov/ITC>



"Miami-Dade County's Official Agency for International Trade..."

ITC Programs

Incoming Trade Missions:

As the premier support center of the County's global trade efforts, the International Trade Consortium provides in-coming trade missions with valuable information about trade resources and opportunities.

Outgoing Trade Missions:

Air Cargo and Route Development Missions

The International Trade Consortium and Miami International Airport (MIA) collaborate on a program designed to encourage new direct air service into Miami International Airport to stimulate passenger and cargo traffic.

Third-Party Outgoing Missions:

The International Trade Consortium supports missions organized by third-parties that promote Florida-traded products. Missions with strategic significance may be certified by the International Trade Consortium as an official Miami-Dade County mission.

The Caribbean Trade Initiative (CTI) Program

In recognition of the proximity and tremendous trade relationship among the CBI nations and Miami-Dade County, the International Trade Consortium established the Caribbean Trade Initiative program to increase two-way merchandise trade between Miami-Dade County and the Caribbean, promote the resources and services offered through the International Trade Consortium to the general Caribbean business community, promote greater interaction with the Caribbean business community through networking and matchmaking.

ANNOUNCEMENTS

The Jay Malina International Trade Consortium of Miami-Dade County is accepting applications for supporting incoming and outgoing trade missions. Under this mission program, qualifying entities will be eligible to receive up to \$1500 for incoming missions and up to \$2500 for outgoing missions, subject to the availability of funds. The primary objective for the mission must be to develop trade relationships which foster or facilitate the trade of products, goods and/or the sourcing representation through agents, distributors and joint ventures. In order to qualify for funding, entities must first complete a certification application for their mission and the certification must be approved by the Consortium prior to undertaking the mission. For further information contact: Mr. Jimmy Nares at Tel. 305-375-4626, fax 305-679-7895, or e-mail at nares@miamidade.gov

UPCOMING EVENTS

Jan. 18-22 :

**Incoming Trade Mission
from Pereira, Colombia**
Contact: Mayda Rescendi

Tel: 305-375-5280
mresc@miamidade.gov

**Jan. 23 - 28: Business Development Mission to the
Canary Islands, Spain**

By the Jay Malina International
Trade Consortium (ITC)
Contact: Mayda Rescendi
Tel: (305) 375-5280
mresc@miamidade.gov

Jan. 23 - 29 :

**Central America Trade
Mission: Guatemala, El
Salvador, & Honduras**
By Enterprise Florida
Contact: Luis Cuervo
Tel: (305) 569-2650

Jan. 26-28:

**Third Annual Miami Inter-
national Arbitration Con-
ference**

Biltmore Hotel
Contact: Maggie Antich
Tel: 305-577-4721
mantich@steelhector.com
www.miamiarbitration.com

Jan. 27-28:

**Fifth Annual Caribbean
Energy**

Conrad Miami Hotel
Tel: [1] (781) 860-6100
registration@platts.com
www.events@platts.com

Jan. 27-28:

**International Newspaper
Marketing Association
(INMA) - Circulation Sum-
mit —**
Marriott Biscayne Bay
Contact: Angela Rodriguez

Tel: (214) 373-9111
Fax: (214) 373-9112
www.inma.org

Jan 28:

**AACCLA's "Outlook on
the Americas' Confer-
ence"**

AmCham Latin American An-
nual Meeting
Biltmore Hotel
Contact: Marjorie Brands
Tel: (202) 463-5485
Fax: (202) 463-3126
mbrands@aaccla.org
www.aaccla.org

**Please note that dates are
subject to change.**

**To announce upcoming
events please call
(305) 375-1660.**